Manitoba

Annual Report 1987 - 88

Manitoba Industry, Trade and Technology

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Minister of
Industry, Trade and Technology

Winnipeg, Manitoba, CANADA
R3C 0V8

His Honour George Johnson
Lieutenant-Governor of the Province of Manitoba
Winnipeg, Manitoba

May It Please Your Honour:

I have the pleasure of presenting the Annual Reports of the Department of Industry, Trade and Technology and its associated agency, the Manitoba Trading Corporation, for the fiscal year ending March 31, 1988. Another associated agency, the Manitoba Research Council, reports annually under separate cover.

Effective August 1, 1988, the Department of Industry, Trade and Technology was amalgamated with the Department of Business Development and Tourism to create the new Department of Industry, Trade and Tourism.

Respectfully submitted,

J.A. Ernst
Minister
Manitoba Industry, Trade and Technology

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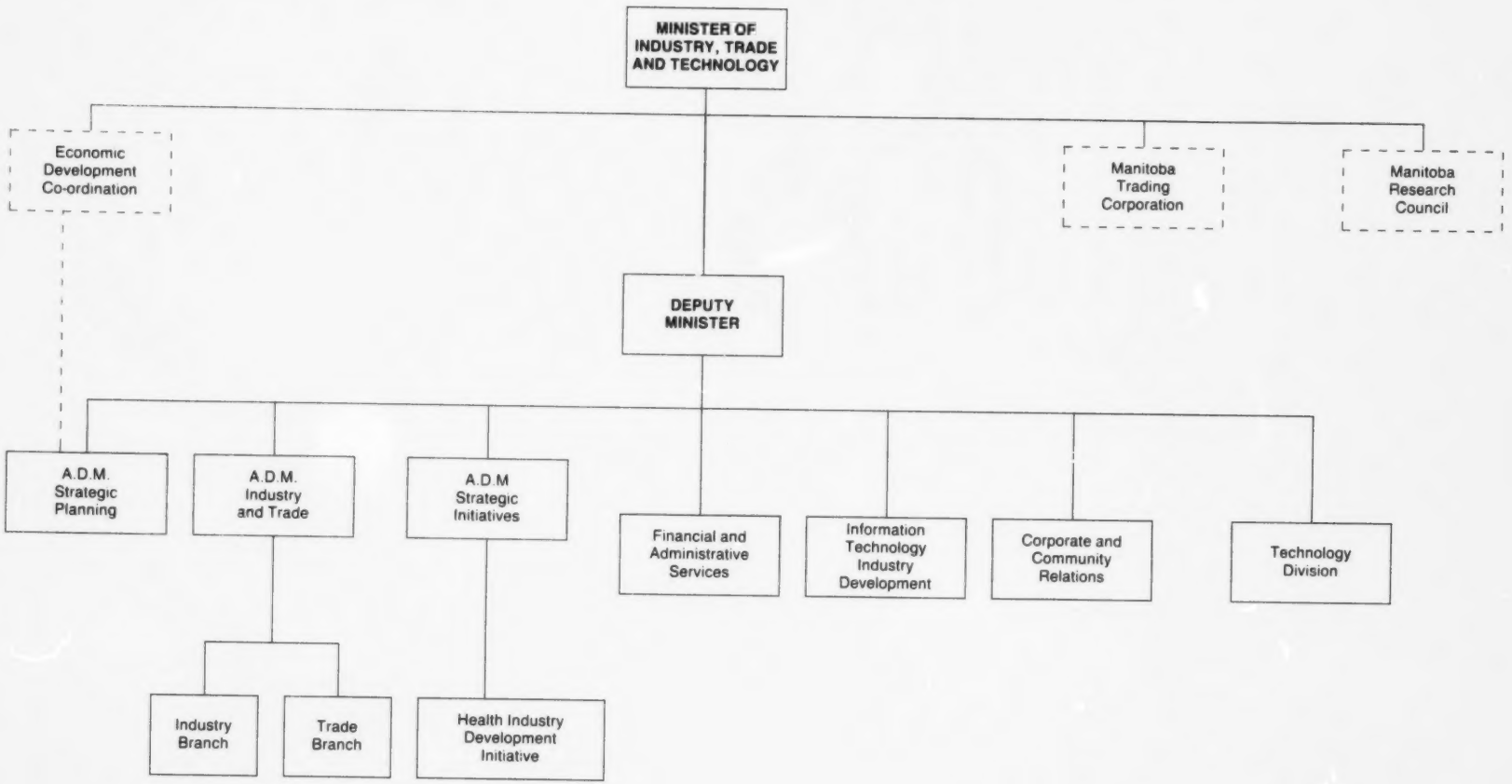
Organization Chart — Manitoba Industry, Trade and Technology — 1987-1988

Reporting to the Minister of Industry, Trade and Technology
March 31, 1988



Department Introduction

Functions

1. Economic Development Co-ordination.
2. Manitoba Trading Corporation — established under authority of The Manitoba Trading Corporation Act to encourage, develop and increase Manitoba exports and trade.
3. Manitoba Research Council — established under authority of The Research Council Act to advise the Minister, recommend policies and administer selected programs to stimulate application of scientific and technical research to foster economic growth. (Tabled under separate cover).
4. Deputy Minister — advises the Minister on policy matters: establishes and maintains effective interagency liaison and communications with the private sector and institutions with respect to economic activities. Co-ordinates and manages the activities of the Department.
5. Assistant Deputy Minister, Strategic Planning — responsible to the Deputy Minister for matters relating to strategic planning, economic policy development, program evaluation and project appraisal; supports the Department in its role as "lead agency" responsible for economic development and in the co-ordination of economic research, and manages the Strategic Studies Program.
6. Assistant Deputy Minister, Industry and Trade — responsible to the Deputy Minister for matters relating to business development, trade and regional benefits from major capital projects.
7. Industry — manages the business development function aimed at creating new employment opportunities through encouraging and assisting the establishment and expansion of manufacturing and service industries and financial institutions in Manitoba.
8. Trade — manages the trade development and policy functions with the objective of creating employment opportunities through promotion of the sale of Manitoba goods and services in external markets. Also administers Buy Manitoba policy aimed at maximizing benefits from public purchasing activities.
9. Assistant Deputy Minister, Strategic Initiatives — responsible to the Deputy Minister for identification, pursuit and emplementation of strategic initiatives in selected non-traditional sectors with broad public service characteristics; and negotiation with the Federal Government of long term multi-departmental support.
10. Health Industry Development Initiative — implements activities to develop the health industry sector in Manitoba through public effort and private investment; to create long term jobs, and improve the quality and productivity and reduce the cost of health care services.
11. Financial & Administrative Services — provides accounting, personnel management and other administrative requirements and central services to the Department.
12. Information Technology Industry Development — responsible to the Deputy Minister, provides direction for the development and implementation of selected business development and technology transfer initiatives related to information technology industries and applications. Responsible for overall management and direction of the Information Technology Program.
13. Corporate and Community Relations — the central department agency for dissemination of information internally within the Department and externally to the various publics.
14. Technology Division — promotes technological development in the Province by advising and assisting on matters related to science, research and development, engineering and technology; and planning, developing and delivering a range of technology-related initiatives. Acts as lead agent in department, governmental and intergovernmental matters related to science and technology.

Industry Branch

The objectives of the Industry Branch are to attract investment capital to Manitoba and assist Manitoba companies to expand their operations in order to maintain and create employment in the province. Industry Branch provides a broad range of professional services to assist project evaluation and development.

Programs include working to attract U.S. and targeted offshore companies to Manitoba, entrepreneurial and investor immigration activities to encourage business investment from Hong Kong, Europe and other countries, and the Development Agreement program of the Manitoba Jobs Fund.

The Branch has continued to work closely with individual companies, business organizations and other levels of government to further develop the economy of Manitoba.

Activities

The Industry Branch has played a major or supportive role in the establishment of new plants and expansions to a number of existing operations. The table below lists Branch assisted investment activity for Manitoba in 1987/88.

Activity	Jobs	Investment ($ million)
Establishment of New companies	207	$19.8
Expansion of existing firms	574	43.2
Work with firms in difficulty	715	8.5
Entrepreneurial immigration	150	8.2
Total	1,646	$79.7

The Industry Branch has taken an increasingly active role in attempting to attract capital investment from the U.S., Europe and other countries. Branch officers have participated in numerous investment seminars in Minnesota, Iowa, Nebraska, Illinois, Wisconsin and California, as well as the Investment Opportunities Show in Toronto, NETWORK in Montreal and the International Investors Forum in Vancouver.

Development Agreements

The Branch concluded six Development Agreements with private companies which will result in capital investment of $40.5 million in Manitoba and the creation or retention of 1,638 jobs over the duration of the agreements.

Company Name	Jobs	Investment ($ million)
Burns Foods	1,050	$24.9
East West Packers	150	.4
Fripp Fibre Forms	100	4.1
Dominion Malting Ltd.	96	7.5
Precise-To-Form Castings	171	2.5
Invader Boats	71	1.1

Industry Sector Development

Food and Beverage - Significant investment and expansions started at Burns, East-West and Springhill. During the same period Canada Packers announced closing of their Winnipeg slaughter and processing operations in April, 1988.

Aerospace - The Branch worked closely with government and industry to secure the CF-5 contract for Bristol Aerospace. The contract is expected to provide about 200 jobs with the potential for additional contracts from other countries with CF-5 planes.

Transportation Equipment - Progress was made under the Federal/Provincial Urban Bus Industrial Sub-Agreement. Three private sector proposals have been implemented and two other proposals are being finalized in bus-related research and development projects in Manitoba.

Apparel/Textile - This sector enjoyed buoyant conditions throughout most of the year. A highlight was the official opening of Western Glove's new plant in August, 1987 complete with state-of-the-art equipment and one of our first on-site factory day care centres.

Agricultural Implements - While no major turnaround is expected in the North American farm machinery market over the next few years, production of Versatile's four-wheel drive tractors was re-started in July, 1987 under the ownership of Ford New Holland. Several other Manitoba companies are undertaking projects to increase production of existing and new products.

Other sectors in which the Branch was active included mineral, chemical, printing and publishing, furniture, plastics, casting, recreational products, pulp and paper and electrical and electronics.

Business Immigration Program

During the past year, some 68 entrepreneurs arrived in Manitoba to invest and assist in the creation of jobs. Hong Kong continued to contribute a majority of these business immigrants.

In September, 1987, the Branch officially opened its trade and investment office in Rotterdam to promote European capital investment in Manitoba. This office

will also be responsible for assisting entrepreneurs to come to Manitoba and to foster increased trade between Manitoba and Europe.

Contract Offsets

We continue to work closely with GE Canada regarding their efforts to generate a minimum of 1,000 direct person years of work in Manitoba which is equivalent to the amount of work involved in producing the turbines and generators required for the Limestone Generating Station. Specific success was achieved in the areas of 'Manitoba Content', 'Technology Transfer', 'Research and Development' programs at the Manitoba High Voltage Direct Current Research Centre and the Manitoba Microelectronics Centre. Additionally, GE Canada has proceeded with seven Northern Native Projects representing a total investment of over $1.1 million. Several other projects are being considered and are also aimed at supporting the establishment of native owned businesses in northern Manitoba.

The Branch was active in pursuing federal offset purchasing agreements to gain subcontracts and investment for the province. This culminated in the CF-5 contract award to Bristol. A Branch representative attends Industrial Benefits (offsets) meetings on a regular basis. We are working closely with a number of U.S. companies to procure contracts for Manitoba manufacturers.

Cost-Shared Studies

The Branch provides cost-sharing support for studies to assess the feasibility of investing in Manitoba. Twelve studies were completed during the past fiscal year to gain investment for Manitoba, almost all of which were cost-shared with the private sector.

Seminars, Missions and Other Events

In conjunction with the Manitoba Energy Authority, a Premier and Ministers Mission to Hong Kong and Japan was organized to promote both trade and investment opportunities during November, 1987.

Through both our Winnipeg and Hong Kong offices, the Branch assisted the Royal Winnipeg Ballet's Asian tour in February, 1988.

In March, 1988, the Branch made presentations to leading industrialists from Sweden in conjunction with a visit to Manitoba by the King and Queen of Sweden. Discussions were held regarding trade and investment opportunities.

Trade Branch

The Trade Branch facilitates inter-provincial and international export sales by Manitoba manufacturing and service sector firms through counselling and cost-sharing assistance programs. Programs and activities are designed to promote increased exports of goods and services to domestic and international markets, thereby stimulating the creation and maintenance of employment in the Manitoba goods producing and service sectors. In addition, Trade Branch has a mandate to facilitate and maximize new industrial development opportunities arising from major project developments occurring in Manitoba and to ensure Manitoba suppliers are afforded maximum opportunity to obtain benefits from public purchasing activities.

The Trade Branch is organized on a sectoral basis with officers assigned to specific industry sectors backed by export services, trade research and policy resources.

Activities

Programs carried out in 1987/88 included the Trade Assistance Program providing cost-sharing support for individual companies participating in trade shows outside Manitoba or the organization and management of group participation by Manitoba firms in recognized international trade shows. Group sales or reconnaissance missions have been organized to promote manufacturing, professional engineering and consulting services capabilities. Half of the projects were new initiatives and the balance, a continuation of previously successful ventures with new participants. The major thrust remained to strengthen Manitoba's sales in Eastern and Western Canada and our largest trade partner, the U.S.A. In addition to these traditional markets new initiatives have begun in the European, Anglophone Africa and Middle East markets. New initiatives focusing on the export of professional services to major international development agencies in Canada and the U.S.A. were undertaken involving group missions to CIDA, World Bank and Inter-American Development Bank.

Departmental policy is not to duplicate federal assistance programs. Consequently, in the U.S. and other markets, companies are first encouraged to make use of the federal PEMD program or to participate in the Canadian Pavilion at major shows. The Trade Branch has actively assisted in the recruitment of Manitoba companies for these programs.

Consulting assistance was provided on export market opportunities, marketing and distribution channels, export procedures such as pricing, financing, documentation, shipping rules and regulations and other related technical aspects in carrying out an export transaction. Export oriented seminars were organized and the trade section of the Department's Business Library was maintained. The Manitoba Export Awards continued to create better export awareness, through public recognition of outstanding export performance on the part of Manitoba-based companies. The Manitoba Sourcing Directory of products and services was updated and integrated with the Federal WIN Exports system thereby assuring Manitoba export capabilities are available to Canadian Trade Commissioners abroad.

The Industrial Capabilities unit supported the major phase of the Limestone hydro development ensuring the maximization of benefits to Manitoba businesses.

A major study was successfully completed for the grain handling and storage sector under the federal-provincial Economic and Regional Development Agreement (ERDA) and entered phase two involving the establishment of an industry run international marketing entity.

Trade policy and research activity increased as the Canada-U.S. Free Trade negotiations progressed and the new round of GATT negotiations began. A GATT study tour of 24 persons from developing countries was hosted and briefed. An exchange student from a Chinese Trading Corporation worked in the Trade Branch for a six week period and a Manitoba Summer Student (STEP) completed an in-house market study of the building materials and allied products sector. Federal-provincial and inter-provincial meetings continued.

Results

Support and assistance activities of the Trade Branch resulted in total company-reported committed sales of $3.58 million and projected sales over a 12-month period of $19.74 million.

Eighty-seven grants were provided to 66 companies to participate in 68 different trade shows on an individual basis, resulting in $1.44 million committed sales and $7.53 million in projected sales. Companies appointed 61 agents.

Sixty-nine different companies were supported at 12 Manitoba group exhibits at major industry sector trade shows. Initiatives supported the agricultural machinery and component sector at shows in Amarillo, Texas; Frankfurt, West Germany; Toronto, Ontario; Kansas City, Missouri and Wichita, Kansas. Food products were successfully featured at two events in Toronto, Ontario. Electronics hardware and software companies were supported in one show in Toronto, Ontario and building materials were promoted in Minneapolis, Minnesota. New initiatives involving health care products and industrial parts were successfully undertaken in Minneapolis, Minnesota and Detroit, Michigan respectively.

Group show activities resulted in $830,000 committed sales and $10.8 million in projected sales. A total of 59 agents and distributors were appointed.

Manitoba manufacturers and the province's capabilities at large were promoted through information booths at eight additional domestic and international trade shows.

Manitoba export capabilities were further supported by sponsoring 53 companies on 6 missions. They included professional services orientation missions to international development lending agencies in Ottawa, New York and Washington; machinery and components to the United States; grain handling and storage equipment and technology to Uganda, Kenya and Zimbabwe. Incoming buying missions from Eastern Canada and Anglophone Africa were also hosted.

Information booths and mission activities are of a general promotional and investigative nature with longer term objectives. Projected sales of $665,000 have been reported by participants. Three agents were appointed.

Various promotional items were completed including a directory of grain handling and storage capabilities; an A/V on the grain handling and storage sector; and co-operative advertising in key trade publications for food product, building materials and agricultural equipment sectors.

Consultation was provided to 247 companies on trade development needs and 234 export services enquiries were handled. Identifiable sales influenced by such counselling amounted to $1.31 million actual and $740,000 projected.

Trade Branch organized two rural Export Workshops and sponsored eight trade related seminars which attracted 473 participants.

Trade Branch sponsored the fourth annual Manitoba Export Awards and honored the achievements of four exporters (Finmac Lumber, Valmar Airflo, Simon-Day Ltd., Unisys Canada Inc.).

Health Industry Development Initiative

The objective of this strategic initiative is to develop the health industry in Manitoba by:

- Creating new economic development and permanent, high value employment opportunities.
- Facilitating improved quality health care services and containing related health expenditures.

The initiative is aimed at stimulating private investment and capturing economic benefits from public spending on health services, and achieving commercial growth through application of an important component of Manitoba's human resources. It focuses on the export of services as well as manufactured goods.

Activities

During 1987/88, 21 projects were implemented or committed to implement with investment of over $101 million and near-term employment totalling 205 jobs. The number of projects initiated increased from 50 to 57 of which 38 are under active negotiation at the end of the fiscal year.

Industrial Development

Industrial Development efforts involved trips to Minneapolis, Toronto, Ottawa, Tokyo and Osaka. Calls on over 150 companies were made. Through these calls and other contacts 57 new development projects were initiated.

Consultation continued with the health care community, the manufacturing community and academia. Through these contacts new avenues of approach were formulated and new support obtained for the initiative. Major emphasis continued in four major areas:

- Product Development (Import Replacement)
- Technological Opportunities (Biotechnology, Blood Fractionation and Virology)
- Aging and Rehabilitation (including Home Care)
- Information/Communications (Computer Technology)

Product Development

A task force of purchasing managers from major health institutions continued to explore and identify product opportunities from both the hospital and nursing home areas. Local manufacturers with interest in these areas and with unused capacity were identified. By this and related processes since the initiative began in 1985, 20 new products have been put in production or are in the final prototype stage.

The process of industrial offsets from purchases by major Manitoba health institutions has been expanded to include not only the purchase of C.T. scanners but also major general equipment such as x-ray units and lithotripters resulting in a commitment by suppliers to purchase $8 million in components from Manitoba manufacturing firms.

A catalogue of health care products made in Manitoba was updated to include over 50 firms.

Technology Opportunities

Working with the health research community in Manitoba the initiative has advanced projects for funding in the areas of biotechnology, transistor-based diagnostic systems, and prosthetics.

The Federal Government has committed to building in Manitoba the Canadian Center for Disease Control Virology Laboratory at a cost of $93 million employing 100 scientists, technicians and support staff. Additional assistance has been given to new health research facilities such as the new St. Boniface Hospital Research Laboratory.

Aging/Rehabilitation

The major planning project in this area was completed and advanced to both Federal and Provincial Governments for funding. It is expected this will result in a major commitment to the establishment in Manitoba of an international center for product development for the aging/rehabilitation sector.

Information/Communications

Major opportunity study completed. Opportunities in this area have been identified. Two national data bases have been established in Winnipeg. A private company has initiated activity in the area of artificial intelligence in the health care field. The Federal Department of Communications commenced investigation of Manitoba as a possible site for a major thrust in information/communication in health care.

Federal-Provincial Negotiations

Joint Federal-Provincial Committees have submitted their reports to their respective Governments recommending opportunities in the four major opportunity niches. A Federal/Provincial Agreement was drafted. Completion of these negotiations leading to major commitments are expected in the next fiscal year.

Technology Division

Technological development is viewed as a mechanism to achieve steady, stable growth and meet the employment and social development aspirations of Manitobans. To promote technological development, the Technology Division was established in 1985/86 as part of a departmental reorganization of the former Technology Branch and the Manitoba Research Council. The Technology Division consists of a small group of professional consultant and administrative staff.

Mission Statement

The mandate of the Technology Division is to further Manitoba's technology-based economic development by:

- provision of analytical, advisory and support services on matters related to science, research and development, engineering and technology, and
- planning, development and delivery of a range of technology-related initiatives.

Objectives

Acts as lead agent in departmental, governmental and inter-governmental matters related to science and technology (planning, policy, programs, projects).

Assesses and advises on proposals and actions of governments, the private sector and others engaged in science, research and development, engineering and other technology-related activity.

Develops linkages, interaction, liaison and co-operation between groups involved in, and affected by, technological change. This activity may involve governments, business, labour, education and the community; in particular, it involves other provincial initiatives, such as the Information Technology Program and the Manitoba Research Council, through joint projects and the provision of assistance.

Plans, develops and, where appropriate, undertakes or delivers a range of assistance and support for technology-related activity in the province.

Activities

A. During 1987/88 the Technology Division continued to deliver several technology-related Jobs Fund initiatives: Technology Commercialization Program, Strategic Research Support Program, and the new Manitoba Aerospace Technology Program.

   - The Technology Commercialization Program offers assistance with new business development, investment and technology transfer. The primary objectives of the program are the creation and fostering of new technology-oriented businesses and the transfer of new technologies to established industries. It operates from facilities at 1329 Niakwa Road. During 1987/88 the program created 3,883.7 weeks of work for 1,057 people. The program leveraged significant funds from other sources. The program has attracted much professional and media interest, and is being emulated as a model by other jurisdictions.
   - During 1987/88 support continued for ongoing projects previously approved under the Strategic Research Support Program. The program is currently in a "wind down" phase, and is administered by existing Technology Division staff. Of the 28 projects awarded during the course of the program, 21 have been successfully completed. The remaining 7 projects are ongoing.
   - The Manitoba Aerospace Technology Program (MATP) was developed and implemented during 1987/88. The objective of the MATP is to increase Manitoba's participation in the Canadian Space Program (CSP), increase export sales of space related commercial goods and services, and strengthen the Manitoba aerospace industry by facilitating the production of space subsystems, components, and software by Manitoba companies and consortia. The MATP supports some 70 participating Manitoba organizations by gathering and distributing all information related to CSP, NASA, ESA, and other space program requirements, and by assisting them in the proper completion of tendering documents, subcontracting arrangements, and joint venture cooperations. Activities include the production of information seminars, a bi-monthly newsletter, a space sector capabilities directory, continuous contact with procurement authorities, exhibition in national and international shows, coordinating an Industry Advisory Committee and Government Working Group, and individual firm counselling and advice.

B. During 1987/88 the Technology Division continued its planning and analysis of governmental efforts on science and technology, in addition to interacting with industry and academic groups. Particular activities included:

   - Coordination across government of annual Statistics Canada Survey of the Scientific Activities of the Manitoba Government.
   - Analysis and monitoring of federal science and technology developments and activities in Manitoba (eg NRC's Canadian Institute for Industrial Technology) and assessments of federal S&T expenditures in the province.

- Secured the development of a computer-based inventory of commercially promising technologies from Manitoba universities and colleges and the completion and promotion of a study on Manitoba needs and capabilities for Quality Assurance methods and technologies.
- Completion and distribution of a four volume case studies project: "The Management of Technological Change in Manitoba".

C. The Technology Division continued its involvement with various meetings, conferences and events relating to science and technology, and provided support, advice and recommendations on a variety of technology-related requests and issues. Examples include:

- Chairing of the working group on Social/Cultural Impact of Science and Technology established by the Council of Science and Technology Ministers (CSTM) in follow up to the signing of the National Science and Technology Policy in March of 1987. The Technology Division supported Manitoba's involvement in the federal/provincial debate leading to the National Policy. The Division monitors and where possible participates in the activities of the other six working groups established by the CSTM.
- Presentation to the Organization for Economic Cooperation and Development (OECD) on the OECD report "Innovation Policy in Western Canada" which was commissioned by the four Western Provinces.
- Financial support of Science Fairs held in various regions of the province.
- Monitoring and analysis of developments and plans on the emerging Canadian Space Program with a view towards identifying potential impacts and benefits for Manitoba.
- Support for Manitoba's participation in the Council of Science and Technology Ministers.

D. The Technology Division continued to monitor, undertake analysis, develop recommendations and provide inputs on federal-provincial issues related to science and technology. The following are illustrative:

- Analysis and monitoring of federal science and technology developments and activities in Manitoba (eg NRC's Canadian Institute for Industrial Technology, Canadian Space Program activities).
- Participation with Supply and Services Canada's federal-provincial Unique Technologies Working Group.
- Provision of input to the Department of Communications for a Manitoba centre-of-excellence in telemonitoring.
- Developed provincial inputs for consideration for possible Canada-Manitoba agreements on industrial development and science and technology. (eg. Western Diversification Initiative).
- Monitoring and analysis of developments and plans on the emerging Canadian Space Plan with a view towards identifying potential impacts and benefits for Manitoba.

E. In support of its activities, the Technology Division continued to develop and maintain a network of contacts, linkages and cooperation with a wide variety of organizations. Staff participated directly in the science and technology related activities of several other provincial programs and departments. Examples include:

- Co-sponsorship with the Universities Grants Commission of a forum on Technology Transfer.
- Lead of an interdepartmental effort to strengthen working relationships with the Whiteshell research facility in Pinawa.
- Organizational and planning assistance for a visit and meeting of the National Research Council in Winnipeg.
- Membership on and/or involvement with the Manitoba Research Council, the Workplace Innovation Centre, the Standards Council of Canada, Miconex Conference Committees, the Manitoba Technical Training Centre and the Electronics Industry Association.

Information Technology Industry Development

Mission and Principal Functions

The Information Technology Industry Development Branch was established in March 1985 to provide leadership and direction for the development and implementation of selected economic and technology transfer initiatives related to information technology industries and applications. The Branch has seven principal functions:

Informatics Technology Strategy Development. Consistent with the Manitoba Technology Strategy, to formulate strategies and plans for the development of informatics industries leading to increased investment and sustained high quality employment.

Community Leadership. To develop linkages, interaction and cooperation with universities, public and private organizations, acting as a catalyst to stimulate activity and investment in the information technology sector; To participate in organizations related to advancing the understanding, use and promotion of information technology development in Manitoba and Canada.

Increased Investment, Research and Development. To identify and promote viable projects and enterprises, through the application of provincial and federal economic development programs, to leverage private sector investment towards the development of existing and new information technology products and services.

Increased Domestic and Export Sales. To identify and promote private and public sector procurement of information technology products and services developed in Manitoba; to promote participation by Manitoba companies in trade missions in Canada and abroad; and to organize symposiums focused to increase their understanding of markets and improve their competitive position.

Promoting the Strengths of Manitoba's I/T Industry. To promote the image of Manitoba in Canada and abroad as a leader in the development of selected informatics and communication technology applications.

Disseminate the Benefits of the Use of Technology. To promote the use of information technology through the Information Technology Program's industry development and technology transfer in the education and business sectors.

Manage the Information Technology Program. The Information Technology Program was established by the Department in 1984 with support of Jobs Fund resources as the vehicle to achieve the economic development and technology transfer objectives of the Branch. The program is housed in Canada's first joint industry-government resource centre.

Information Technology Program (Infotech Manitoba)

The objectives of InfoTech are to promote the expansion of an information technology industry in Manitoba, through a focused set of business development and technology transfer initiatives in the educational and business sectors; to create long term jobs and economic development benefits; and to provide Manitobans with support for a beneficial transition to the emerging technological and information society.

InfoTech provides a comprehensive array of support services organized in four component programs:

1) **Industry Development Program (IDP)** — Provides leadership in the development of business and markets for information technology industries through consultative and research support services.

Activities

In 1987/88, IDP supported 40 projects resulting in $12.6 million in capital investment creating directly and indirectly over 57 jobs in information technology enterprises. Export sales were generated, primarily through the support of 7 Manitoba companies at the Canadian Computer show in Toronto, coordinated with the Trade Branch.

Following the establishment of the Manitoba Software Association in early 1987, IDP continued to support its development whose membership is now in excess of 80 and is one of the best organizations in Canada. Two seminars with a total of 100 attendees were sponsored in support of the software industry.

A profile of the Manitoba software industry was completed, indicating a size of $60 million employing over 500 people. The profile and a directory of Manitoba Information Technology products and services is available for distribution.

IDP provided the identification and leadership of a major economic development opportunity found in a coordinated Manitoba Land Based Information System. This is a $30 - $60 million project which provides the opportunity to create an estimated 450 jobs. In addition, IDP worked on a number of smaller projects, such as assisting companies in securing funding for the completion and subsequent marketing of products.

2) **Business Technology Program (BTP)** — Promotes awareness and use of information technology by small and medium sized businesses, thereby increasing their effectiveness and competitiveness, resulting in improved employment opportunities.

Activities

The Program completed 109 consulting engagement and projects, 25% of which were rural companies. It included 71% profit orientated businesses in the following sectors:

Trade	7%
Manufacturing	14%
Construction	11%
Community/Service	47%
Transportation	21%

Twenty five educational seminars, attended by 748 individuals, were conducted on the benefits of computer technology and the process of selecting applications. Demonstrations of microcomputer business technology were conducted for over 500 Manitoba firms.

As an added benefit of the program, 8 jobs were created and stimulated increased estimated sales at $1.5 million, as reported by vendors and clients via client evaluation surveys. A number of jobs were created indirectly as a result of clients installing systems and term consultants being placed in industry.

3) **Educational Technology Program (ETP)** — A joint industry-government initiative to promote and support the implementation of educational technology in the K-12 school system while promoting the development of an educational courseware industry.

Activities

In 1987/88 this program offered 229 courses, attended by 2,656 teachers in Manitoba, 45% from rural school divisions. The ETP library was utilized by more than 1000 teachers.

With the support of ETP, the Manitoba Computer Assisted Learning Consortium continued to expand, receiving additional $250,000 dollars to develop educational courseware for distribution in the province and abroad, continuing to employ 14 courseware developers. The Program continued to stimulate the introduction of computers in the K-12 educational systems, reaching 8,538 units representing a 23% increase over the past year.

The Manitoba Information Network (MiNet) increased its subscriptions by 100%, now reaching 400 schools. This communications system provides electronic correspondence and mail services to its subscribers, selected by Northern Telecom for a cross Canada educational project.

4) **InfoTech Resource Centre** — A world-class resource facility, operated through the contribution of public and private resources, to support technology transfer and technology development programs for access by educational and business organizations and others interested in advancing the application and development of information technology.

Activities

The Centre represents the focal point and vehicle by which the Manitoba Government has stimulated the information technology industry. The Centre's extensive use by educators, business and industry organizations and non-profit groups is testimony to the vitality and growth potential of information technologies in Manitoba.

Other Activities

The Information Technology Program (InfoTech Manitoba) continued to work closely with various provincial and federal advisory boards with respect to information technology industrial development in 1987/88.

InfoTech Manitoba participates in the Manitoba-Canada ERDA Communications and Cultural Enterprises Technology Application Sub-Agreement to develop and formulate industry support programs. This has resulted in the establishment and/or expansion of 18 Manitoba firms. Almost all of the available funds under this Program have been allocated. A review of the Program effectiveness is being conducted, with particular study of the benefits of the joint Federal Provincial committee which received, reviewed and recommended funding of applications. The study will also consider the value of renewing or extending Federal Provincial cooperation in the Informatics field.

InfoTech ensures co-ordination with provincial programs such as the Technology Commercialization Program of the Manitoba Jobs Fund.

InfoTech participates in the Federal National Software Working Committee, dedicated to reviewing and monitoring the growth of the Canadian software industry, has effectively lobbied for closer cooperation in the development and delivery of Federal and Provincial Industry support programs. InfoTech staff are active on numerous provincial and national associations resulting in the promotion of Manitoba capability and stimulation of the provincial technology base.

Strategic Planning and Economic Development

The Strategic Planning Division provides planning support, policy analysis and related economic services to the Department, and through the Executive Branch, to Cabinet. The Division plays a major role in support of the Department's responsibilities as lead agent in government for economic development policy and programming.

A. Policy Analysis and Policy Development

- Assisted in the development of provincial policy on trade and the Canada/U.S. trade agreement.
- Represented Manitoba at the Continuing Committee on Trade Negotiations (CCTN).
- Coordinated Manitoba's position regarding multilateral trade issues (GATT), in liaison with the Trade Branch.
- Prepared briefing notes and policy statements on Manitoba's position concerning regional development.
- Coordinated development of a more "mission" oriented approach to economic strategy, shifting focus more towards emerging market requirements.
- Undertook analysis of policy issues relevant to the service sector.
- Undertook policy analysis of private sector proposals involving or requesting government support.

B. Program Assessment and Program Development

- Undertook evaluations of federal government program expenditures.
- Provided analysis concerning the federal government's Western Diversification Initiative.
- Assisted in the conception and design of an environmental industries initiative.

C. Strategic Planning Support

- Coordinated interdepartmental monitoring of significant strategic developments, focusing primarily on micro and sectoral developments.
- Prepared and updated economic overview material, focusing primarily on the development of longer term strategies.
- Prepared briefing materials on the performance, trends and characteristics of the provincial economy.
- Organized the Department's strategic planning process.
- Completed a study of the service sector in Manitoba.
- Coordinated a joint study of the financial services sector in Manitoba.
- Coordinated the development of strategic program overviews for the Department.
- Funded and administered the Strategic Studies Program.
- Prepared a list of major capital projects currently underway or planned in Manitoba.
- Established a quarterly economic news report.

D. Inter-Agency Coordination

- Represented the province on intergovernmental committees concerning inter-provincial trade barriers and regional development.
- Exercised lead responsibility for provincial input into applications to Investment Canada and commented on numerous applications which were of concern to Manitoba.
- Completed the first draft of a manual on project appraisal methods, to improve the quality of studies on the impact of projects.
- Represented the Department on interdepartmental committees with respect to the financial sector, land use and water policy.

E. Executive Support and Response Coordination

- Prepared speaking and briefing notes for the use of Ministers at a wide variety of intergovernmental meetings and meetings with the private sector.
- Assembled the Minister's Briefing Book for use in the Legislative Assembly.
- Assembled the Supplementary Information for Legislative Review of the Department's Expenditure Estimates.

Corporate and Community Relations Branch

This branch provides complete communications and public information support services for effective delivery of department programs and services.

Communication plans are implemented through the use of:

- Printed Literature (brochures, pamphlets and reports)
- Advertising
- Direct Mail
- Trade Shows/Mall Displays (Exhibits)
- Public Relations (News Releases, Speeches)
- Audio-Visual Presentations
- Special Event/Promotion Coordination (Plant Openings, Conferences, Seminars)

Activities

The branch produced several brochures and reports during fiscal 1987/88 including:

- Directory of Health Care Products
- Industrial Technology Centre
- Canadian Food Products Development Centre
- Technology in Manitoba
- InfoTech Manitoba
- Aerospace Technology Directory

The branch produced all advertising, printed literature and public relations requirements for Jobs Fund programs including:

- Job Training for Tomorrow
- CareerStart
- Venture Capital
- Technology Commercialization
- Manufacturing Adaptation

Additional communication activities in 1987/88 include:

- Development of three audio-visual presentations entitled:
  - "In Touch with Technology"
  - "InfoTech Manitoba"
  - "Grain Handling and Storage Expertise"
- Two slide presentations were prepared on departmental economic development directions and economic overview of Manitoba.
- Multi-sector print advertisements were run in North American trade publications with manufacturing co-sponsors (agricultural equipment, food processors, building products, aerospace, industrial equipment and grain handling equipment).
- Investment promotion advertisements were placed in selected development publications to promote investment in Manitoba.
- Speeches, news releases and information kits were prepared to support ministerial investment missions to Europe, Hong Kong and Japan.
- Produced the October Manitoba Export Awards presentation recognizing outstanding export performance and achievement (1987 Winners: Valmar Airflo, Finmac Lumber, Simon Day and Unisys).
- Exhibits and trade show displays were produced for the following events (April 1987 - June 1988):
  - Hostex '87 (Toronto, Ontario)
  - Western Canada Farm Progress (Regina, Saskatchewan)
  - Contract Manufacturers Exhibition (Detroit, Michigan)
  - Grocery Showcase '87 (Toronto, Ontario)
  - Canadian Computer Show (Toronto, Ontario)
  - Manitoba Health Conference and Exhibition (Winnipeg)
  - Marketplace '87 (Winnipeg)
  - Manitoba Export Awards '87 (Winnipeg)
  - Care Providers of Minnesota (Minneapolis, Minnesota)
  - Amarillo Farm and Ranch Show (Amarillo, Texas)
  - International Investors Forum (Vancouver, British Columbia)
  - Northwestern Lumbermens Association Convention (Minneapolis, Minnesota)
  - Canadian International Farm Equipment Show (Toronto, Ontario)
  - Grain Elevator and Processing Society Show (Wichita, Kansas)
  - Kansas Farm Show (Kansas City, Missouri)
  - Canadian Hardware Show (Toronto, Ontario)
  - National Petroleum Show (Calgary, Alberta)
  - Western Canada Farm Progress Show (Regina '88)
- Summary of 1987/88 Output:
  - 44 News Releases
  - 57 Speeches/Speaking Notes
  - 10 Information Pamphlets
  - 8 Information Brochures
  - 29 Asst'd Collateral Items
  - 12 Presentation/Annual Reports
  - 20 Advertisements
  - 7 Audio-Visual Productions
  - 40 Trade Show Exhibits
  - 1 Radio Spot
  - 10 Special Promotion Items
  - 5 Co-Op Initiatives

Financial and Administrative Services

The Financial and Administrative Services Branch provides administrative and support services to the Department of Industry, Trade and Technology and Business Development and Tourism.

Financial and Administrative Services provides specialized functions and support to both departments in accordance with government policy and regulatory procedures set out by central agencies within the provincial administration.

Activities

The main administrative functions are financial, management and accounting; personnel; word processing/office automation; motor vehicle administration; stock control; central registry and filing; central photocopying, and the business library. Staffing levels within the branch have remained fixed over the past several years and have not increased with the need to respond to the two executive organizations.

Financial management and accounting met regulatory obligations with respect to expenditures, revenues and shared cost agreements. The accounting section processed approximately 15,500 payments to suppliers and government departments during the year. The personnel office processed documentation and payroll requirements for 310 employees in both departments. The Word Processing Centre provided a full range of word processing services, as well as software, equipment and central system maintenance functions. Liaison is maintained with other government departments and corporations to ensure access to policies, procedures and other information pertinent to the office automation functions which they perform. The branch administered a fleet of 36 vehicles for the two departments. Travel control, central registry, filing and central photocopying carried out substantial workloads for both departments during the year.

Business Library

The Business Library serves Manitoba Industry, Trade and Technology and Business Development and Tourism, other government departments and agencies, as well as the academic and business community at large. Multi-media collections consist of separate Reference and Government Document Units, significant serial and monograph collections, access to more than 500 databases, as well as promotional literature and audio-visual materials.

Collections

The Reference Unit contains an extensive collection of Canadian, U.S. and international directories for business disciplines. Unique to the Business Library is a collection of company annual reports for major Canadian and United States corporations. Telephone and postal code directories for major cities in Canada and the American midwest are maintained here, as well as map and atlas holdings.

Government Documents holdings include the Consolidated Statutes of Manitoba, Legislative papers for the current session and departmental and agency annual reports of the Manitoba government. Selected holdings of federal annual reports are also found in this unit, alongside the federal Hansard.

The Serials Collection of three to four hundred titles represent specific industrial and business subjects, including Harvard Business Review, Canadian Business, Fortune and The Economist. The Business Library receives the Winnipeg dailies as well as the financial newspapers of Canada.

The Book Collection holds more than 17,000 catalogued items including subject monographs, reports, studies, cassettes and kits in the areas of business management, human resource literature, economics, marketing, applied technology, international trade, tourism, taxation, small business and renewable resources.

Computer Services

The hard copy print resources of the Business Library are supplemented by on-line interactive database systems for DIALOG, CAN/OLE, BRS, INFOGLOBE and HANSARD.

The Business Library provides information services to administrative and professional staff through the selection, acquisition, organization and dissemination of time sensitive business information. To the academic and public community it provides a valuable resource for business and market research that would not otherwise be available to them within reasonable cost.

Associated Agencies

The Manitoba Research Council

Working closely with industry, government and universities, the Manitoba Research Council (MRC) plays a lead role in encouraging and facilitating scientific research and technological development. The MRC also advises the government on developments in new technologies as they relate to the social and economic prospects of the province.

As an assoicated agency, the MRC tables its annual report under separate cover with the Manitoba Legislature.

Manitoba Trading Corporation

The Manitoba Trading Corporation was established in 1974 by Legislation as a successor to The Manitoba Export Corporation which was established in 1963. The Corporation was provided with $500,000 in working capital when needed to carry out export business transactions and finance exports on a short-term basis. The Corporation is administered by the Trade Branch of the Department of Industry, Trade and Technology and reports to a Board of Directors. The Corporation had no operating budget or permanent staff in 1987/88.

Activities

The Corporation remained dormant in accordance with the previously established government policy that the Corporation would not be directly involved in any export transactions such as buying and selling of goods unless otherwise required by special circumstances and approved by the Minister responsible for the Corporation. Manitoba industry is supported by an active Trade Branch export development program (see Trade Branch report). The Corporation's Act has been maintained and the Board of Directors held four meetings, mainly related to housekeeping functions. A new Board of Directors was appointed in February 1988.

The Corporation's trust account facilities were used to support a Trade Branch project at an international trade show in West Germany. Trade Branch organized an agricultural machinery and component display at "Agritechnica '87" in Frankfurt/M. A consultant was retained to represent 7 participating companies. Participation fees amounting to $7,700 and German Sales Tax refunds were cycled through the trust account and used towards the overall costs of the project, thus reducing Departmental expenditures.

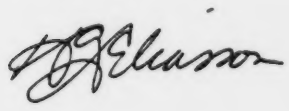
June 21, 1988

Honourable James A. Ernst
Minister of Industry, Trade and Technology
Room 358 Legislative Building,
Winnipeg, Manitoba
R3C 0V8

Dear Mr. Ernst:

:t is my pleasure to submit the Annual Report of the Manitoba Trading Corporation for the fiscal year ended March 31, 1988, as required by Section 15 of the Manitoba Trading Corporation Act.

Respectfully submitted,



H.G. Eliasson
Chairman

Manitoba

The Manitoba Trading Corporation

Report of the Provincial Auditor's Office

We have examined the financial statements, being Exhibits A and B, of The Manitoba Trading Corporation for the fiscal year ended March 31, 1988. Our examination was made in accordance with generally accepted auditing standards, and accordingly included such tests and other procedures as we considered necessary in the circumstances.

In our opinion, these financial statements present fairly the financial position of the Corporation as at March 31, 1988 and the results of its operations for the year then ended in accordance with the accounting policy stated in note 2 to the financial statements applied on a basis consistent with that of the preceding year.

August 31, 1988,
Winnipeg, Manitoba.

F.H. Jackson, CA,
Provincial Auditor.

Exhibit A

The Manitoba Trading Corporation

Balance Sheet

as at March 31, 1988
(with 1987 figures for comparison)

	1988	1987
ASSETS		
Cash on deposit with Minister of Finance	$ 503,910	$ 505,365
Accounts receivable - Trade	1,705	—
	$ 505,615	$ 505,365
LIABILITIES		
Non-interest Bearing Advances from the Government of the Province of Manitoba for working capital	$ 500,000	$ 500,000
Funds available for future operations:		
Balance at beginning of year	5,365	5,365
Revenue, Exhibit B	250	—
Balance at end of year	5,615	5,365
	$ 505,615	$ 505,365

Exhibit B

The Manitoba Trading Corporation

Statement of Revenue and Expenditures

for the year ended March 31, 1988
(with 1987 figures for comparison)

	1988	1987
Revenue:		
Participation Fees re Agritechnica '87	$ 7,700	$ —
Expense Recoveries re Agritechnica '87 from Industry, Trade & Technology	3,124	—
VAT Refund from Fed. Rep. of Germany	1,705	—
	$ 12,529	$ —
Expenditures:		
Display Rental and Expenses in Germany re Agritechnica '87	$ 12,279	$ —
Revenue over expenditures - Exhibit A	$ 250	$ —

The Manitoba Trading Corporation

Notes to Financial Statements

as at March 31, 1988

1. Administrative expenditures are funded from an appropriation of the Department of Industry, Trade and Technology.
2. The accrual basis of accounting is used in the preparation of these financial statements.

Financial Information

Industry, Trade & Technology

Summary of Incentive Grants Paid

1987-1988 Fiscal Year

1. Industry Incentive Grants		$ 89,160.00
2. Trade Incentive Grants		97,157.26
3. Manitoba Research Council		2,667,900.00
4. Jobs Fund Projects		
A. Strategic Research Support	$175,854.00	
B. Technology Commercialization Program	890,575.48	
C. Limestone - Purchasing	130,841.94	
D. New Flyer Industries Training Program	628,000.00	
Total Jobs Fund Projects		1,825,271.42
5. Other Grants		3,300.00
Total for Department		$4,682,788.68

Industry, Trade and Technology

Grants Paid

1987-88 Fiscal Year

1. Industry Incentive Grants		
Birchwood Furniture Manitoba Ltd.	$	1,250.00
Brandon Economic Development		6,450.00
Campbell Gardiner & Associates		5,000.00
Electronics Industry Association of Manitoba		7,500.00
Galaxy Garments International Inc.		7,500.00
Gene Barbee & Associates		25,000.00
Goal Holding Corporation		10,000.00
H & S Fish Reduction		1,750.00
Manitoba Research Council		2,250.00
Mei Way Foods Inc.		1,500.00
Miami Fashions (1979)		10,560.00
Morfee Wheel Manufacturing Inc.		6,000.00
Park City Products Limited		4,400.00
	$	89,160.00
2. Trade Incentive Grants		
4-12 Electronics Corporation	$	2,813.73
AG Shield Mfg.		310.58
Acme Bedding & Furniture		2,000.00
Alan Wright Buffalo-Bison Meats & Products		377.72
Alpha-Beta Toy Co.		470.85
Atom-Jet Industries Ltd.		460.76
Behlen Industries Ltd.		356.75
C & J Jones (1985) Ltd.		517.50
Cancad Technology Inc.		1,212.29
Cantech Scientific Ltd.		1,470.13
Card Bin		607.95
Carshaw Inc.		1,646.00
Challenger Sportswear		2,382.93
Clinicom Computing Services		175.80
Cloverbee Manufacturing		209.00
Deloitte Haskins & Sells		414.75
Desert Rose Production		2,753.54
Design-A-Plan Inc.		1,759.54
Designs By Nadine Inc.		1,151.53
Discovery Canada Merchandisers Ltd.		3,945.41
Dranjer Corporation		658.50
Durus Industries Canada Ltd.		3,012.66
E. Warbansky Ukrainian Arts & Crafts Ltd.		975.20
Easy Living Shops Canada Ltd.		1,461.21
Feed Rite Ltd.		400.25
Finmac Lumber		5,518.30
Finnline Design		2,000.00
Folk Art Etc.		772.00
GEC Telecoms Canada		2,000.00
Gemini Fashion of Canada		2,000.00
Golden Gong Ltd.		630.62
Golden Grain Granaries		946.10
Gray's PVC Pipes & Cushions Ltd.		3,587.40
Heirloom Doll & Craft		518.04
Hoot Tubs		244.75

Grants Paid

1987-88 Fiscal Year

Independent Chassis	$ 465.59
L & M Radiator Ltd.	1,791.91
Magnum Arms of Canada	721.90
Malnar Industries Ltd.	458.33
Manitoba Computer Assisted Learning Consortium, Inc.	295.50
Midland Manufacturing	1,239.92
Misty Sprayer	500.00
Moviebar of Canada	1,975.00
Naleway Foods Ltd.	2,891.08
Natural Wild Rice Inc.	324.68
Northern Paint Canada Ltd.	1,251.73
P.R.M. Incorporated	1,198.08
Pace Setter Swim & Gym	4,000.00
Paramount Furniture Manufacturing Ltd.	2,000.00
Pemmican Publications	472.03
Phason Electronics Ltd.	1,188.58
Phillips Paint Products	2,604.80
Prairie Implement Manufacturers Association	1,500.00
Queenston House Publishing	297.95
Regal Furniture Manufacturing	2,000.00
Shawcross Bros. Gloves	2,080.95
Siltex Ltd.	1,083.00
Simon-Day Ltd.	414.75
Solv-X Inventions Ltd.	2,277.51
Standard Knitting Ltd.	2,000.00
Sullivan Strong Scott	181.90
Syntex Converters Limited	1,453.05
Tower Marketing	833.32
Turnstone Press Ltd.	405.45
UMA Engineering Ltd.	770.75
Valmar Airflo Inc.	2,210.45
Vana Industries	356.75
Virginia's Soap Ltd.	750.20
Warkentin's Witty Work	529.84
Watertech Services	394.21
Westeel	423.25
Westnofa of Canada Ltd.	2,928.32
Wilfred Enterprises	894.99
Winn-O-Barr Enterprises	229.70
	$ 97,157.26

3. Manitoba Research Council — $ 2,667,900.00

4. Jobs Fund Projects

   A. Strategic Research Support

Canadian Food Products Development Centre	$ 10,000.00
Industrial Technology Centre	6,584.00
Keystone Enterprises Ltd.	6,000.00
University of Manitoba	153,270.00
	$ 175,854.00

Industry, Trade and Technology

Grants Paid

1987-88 Fiscal Year

B. Technology Commercialization Program	
Advanced Applications	$ 17,866.79
Allstate Grain Company	50,000.00
Ambutech Inc.	26,993.39
Ancast Industries Ltd.	97,200.00
Angle Combine Inc.	7,000.00
Bioquest International	9,630.00
Bonar Plastics Western	10,000.00
Cad Systems Inc.	20,444.64
Canpay Computer Software	20,000.00
Carshaw Inc.	45,462.26
Carte International Ltd.	10,000.00
Designed Genetics Inc.	46,874.19
Dranjer Corporation	17,810.00
Electro Trac Circuits	3,500.00
Exi Electronics Manufacturing	13,691.48
G & S Militano Holdings	2,495.70
G I Trout Farm	69,500.00
Guertin Brothers Coatings and Sealants Ltd.	39,657.50
Integrated Engineering	28,133.72
KAP Innovations Inc.	10,722.40
Norscan Instruments	4,770.00
Optoweigh Ltd.	1,112.25
PRT Mfg. Co-op Ltd.	5,254.00
Prism Research Group 1	7,950.00
Rescom Ventures Inc.	66,178.95
Robbco Ltd.	2,645.44
Spircll Kipp Kelly (1984) Inc.	82,200.00
Sunvalley Software Inc.	4,387.50
Symbolic Computer Products	497.99
Tai Foods Inc.	18,474.46
Technical Products International	61,901.22
Total Software Inc.	61,855.08
Triton Equipment Inc.	1,575.00
Vidir Machine Shop Ltd.	4,791.52
Zone-All Control Systems	20,000.00
	$ 890,575.48
C. Limestone Purchasing	
Manitoba Hydro	$ 130,841.94
D. New Flyer Industries Training Program	
Manitoba Development Corporation	$ 628,000.00
Total Jobs Fund Projects	$ 1,825,271.42

Industry, Trade and Technology

Grants Paid

1987-88 Fiscal Year

5. Other Grants

Assiniboine Community College (Bursary)	$ 300.00
Manitoba Schools Science Symposium	1,000.00
Northern Manitoba Regional Science Fair	1,000.00
Western Manitoba Science Fair	1,000.00
	$ 3,300.00
Total for Department	$ 4,682,788.68

Industry, Trade and Technology

Actual Revenue Comparisons

Fiscal year 1987-88 vs fiscal year 1986-87

Revenue Account Name	Revenue Source	1987-88 Actual Revenue	1986-87 Actual Revenue	Variance Over (Under)	Explanation Number
Miscellaneous Revenue	Sundry	$178,100.	$105,100.	$ 73,000.	1
	Fees	131,100.	12,100.	119,000.	2
Government of Canada	Canada-Manitoba Economic Development Planning Agreement	121,900.	119,200.	2,700.	
	Canada-Manitoba Industrial Development Agreement-Enterprise Manitoba	—	(113,200.)	113,200.	3
Department Total		$431,100.	$123,200.	$307,900.	

1. *Secondment with M.T.S. and increased Technology Commercialization Program Space Rental are major reasons for increased sundry revenue.*
2. *Information Technology Branch operations pertaining to fees charged for seminar or courses, as well as consulting or network distribution are the major reasons for increased fee revenue.*
3. *Pertains to adjustments of receivables for this Agreement which expired March 31, 1984.*

Industry, Trade and Technology

Budgeted vs Actual Revenue Comparison

Fiscal year 1987-88

Revenue Account Name	Revenue Source	1987-88 Estimated Revenue	1987-88 Actual Revenue	Variance Over (Under)	Explanation Number
Miscellaneous Revenue	Sundry	$115,400.	$178,100.	$ 62,700.	1
	Fees	134,000.	131,100.	(2,900.)	
Government of Canada	Canada-Manitoba Economic Development Planning Agreement	140,000.	121,900.	(18,100.)	2
Department Total		$389,400.	$431,100.	$ 41,700.	

1. *Unbudgeted Revenue received for salaries of employee seconded to Manitoba Telephone System.*
2. *Projects postponed or cancelled, resulting in reduced Expenditures and Revenues.*

Industry, Trade and Technology

Summary Expenditure Budget Information

Printed Vote Fiscal Year 1986-87 S.Y.'s	Printed Vote Fiscal Year 1986-87 $'s	Organization Unit	Printed Vote Fiscal year 1987-88 S.Y.'s	Printed Vote Fiscal year 1987-88 $'s	
4.26	$ 235,900.	Executive Support	7.00	$ 320,700.	(1)
16.00	1,139,300.	Strategic Planning	15.00	1,028,700.	(2)
3.00	334,400.	Communications	3.00	313,200.	
23.13	800,400.	Financial and Administrative Services	23.13	854,700.	(3)
2.00	82,800.	Administration - Industry and Trade	2.00	89,000.	
19.00	1,357,800.	Industry	22.00	1,507,400.	(4)
14.00	1,081,800.	Trade	14.00	1,067,100.	
2.00	223,700.	Health Industry Development Initiative	2.00	234,100.	
7.00	335,900.	Technology	8.00	360,800.	(5)
3.00	170,300.	Information Technology	3.00	172,300.	
36.00	3,057,000.	Grant Assistance - Manitoba Research Council	32.00	2,917,900.	(6)
—	500,000	Canada-Manitoba Economic Development - Planning Agreement	—	350,000.	(7)
129.39	$9,319,300.	Department Total	131.13	$9,215,900.	

Explanations

1. *Transfer of positions from Business Development and Tourism*
2. *Reduction of 2 T.A.P. positions*
3. *Additional 1 position, Personnel Officer based for Finance and Administration.*
4. *Additional 2 positions, Agri-Food Initiative Funding, Department of Highways transfer*
5. *Additional 1 position, term replacement for Dan Archer.*
6. *Staff Reduction - 4.00 Staff Years.*
7. *Lack of quality studies caused reduction.*

Industry, Trade and Technology

Budgeted vs Actual Expenditure Comparison

Fiscal year 1987-88

Organization Unit	1987-88 Staff Years	1987-88 Printed Vote	Transfers	1987-88 Adjusted Vote	1987-88 Actual Expenditures	Balance Unexpended
Executive Support	7.00	$ 320,700.	$ 36,200.	$ 356,900.	$ 346,100.	$ 10,800.
Strategic Planning	15.00	1,028,700.	105,200.	1,133,900.	1,101,300.	32,600.
Communications	3.00	313,200.	3,700.	316,900.	316,600.	300.
Financial and Administrative Services	23.13	854,700.	2,800.	857,500.	769,700.	87,800.(1)
Administration - Industry and Trade	2.00	89,000.	1,300.	90,300.	88,800.	1,500.
Industry	22.00	1,507,400.	13,500.	1,520,900.	1,457,700.	63,200.
Trade	14.00	1,067,100.	8,500.	1,075,600.	1,016,500.	59,100.
Health Industry Development Initiative	2.00	234,100.	2,600.	236,700.	207,900.	28,800.
Technology	8.00	360,800.	43,900.	404,700.	403,800.	900.
Information Technology	3.00	172,300.	800.	173,100.	172,400.	700.
Grant Assistance - Manitoba Research Council	32.00	2,917,900.		2,917,900.	2,917,900.	—
Canada-Manitoba Economic Development Planning Agreement	—	350,000.		350,000.	255,100.	94,900.(2)
Sommerville-Belkin Industries Judgement			883,700.	883,700.	883,700.	—
Department Total	131.13	$9,215,900.	$1,102,200.	$10,318,100.	$ 9,937,500.	$ 380.600.

Explanations

1. *Accelerated expenditures planned in 87/88 pertaining to Canada-U.S. bi-lateral came in under budget 32.6.*
2. *Internal Auditor Staff Vacancy.*
3. *Secondment-interchange agreement with federal government resulted in underexpenditure in Industry.*
5. *Staff vacancy for partial year resulted in underexpenditure in H.I.D.I.*
6. *Studies deferred or cancelled.*

Industry, Trade and Technology

Actual Expenditure Comparison

Fiscal year 1987-88 vs fiscal year 1986-87

Organization Unit	1987-88 Actual Expenditures	1986-87 Actual Expended	Variance Over (Under)	Explanation Number
Executive Support	$ 346,100.	$ 350,000.	$(3,900.)	
Strategic Planning	1,101,300.	943,200.	158,100.	1
Communications	316,600.	333,300.	(16,700.)	2
Financial and Administrative Services	769,700.	742,700.	27,000.	3
Administration - Industry and Trade	88,800.	94,800.	(6,000.)	
Industry	1,457,700.	1,354,800.	102,900.	4
Trade	1,016,500.	1,064,400.	(47,900.)	5
Health Industry Development Initiative	207,900.	218,000.	(10,100.)	
Technology	403,800.	318,700.	85,100.	6
Information Technology	172,400.	164,400.	8,000.	
Grant Assistance - Manitoba Research Council	2,917,900.	2,957,000.	(39,100.)	7
Canada-Manitoba Economic Development Planning Agreement	255,100.	235,300.	19,800.	8
Sommerville-Belkin Industries Judgement	883,700.	—	883,700.	9
Department Total	$9,937,500.	$8,776,600.	$1,160,900.	

Explantions

1. *Increased free trade expenditures as authorized by Treasury Board.*
2. *Reduction of publications respecting departmental programs.*
3. *Increased salary expenditures as Personnel Officer position filled for partial year.*
4. *Increased travel and related costs pertaining to Hong Kong and Rotterdam.*
5. *Reduction of cost-shared agreements with industry.*
6. *Increased staff allocation.*
7. *Reflects declining financial support required.*
8. *Increased financial studies authorized through cabinet.*
9. *Sommerville Belkin Judgement awarded during 87/88 fiscal.*

Industry, Trade and Technology

Departmental Staffing Analysis

Fiscal year 1987-88

Executive Support

Minister - Hon. V. Schroeder
Deputy Minister - H.G. Eliasson
1 - Executive Assistant
1 - Special Assistant
3 - Administrative Secretaries

Administration - Industry and Trade

Assistant Deputy Minister - D.H. Cleve
1 - Administrative Secretary

Strategic Planning and Economic Development

Assistant Deputy Minister - R.J. Adams
11 Economic Research Analysts
3 Clerical and Sectoral Support

Communications

Acting Director - T.W. Lewycky
2 Media Specialists

Financial and Administrative Services

Director - W.J. Kinnear
3 Accountants
2 Payroll/Personnel Clerks
1 Personnel Officer
1 Internal Auditor
2 Librarians
6 Word Processors/Administrative Secretaries
7 Clerical Support

Industry Branch

Director - R.H. McLeod (Leave of absence)
5 Administrative Secretaries
16 Industrial Development Officers

Trade Branch

Acting Director - Henry Goy
5 Clerical and Secretarial Support
8 Trade Development Officers

Health Industry Development Initiative

Assistant Deputy Minister - I.H. Blicq
Director - R.A. Ebbeling

Technology Division

Executive Director - Dr. J.K. Reichert
4 Technology Consultants
3 Clerical and Secretarial Support

Information Technology

Executive Director - E. Gonzalez
2 Consultants

The Manitoba Research Council

President - E.O. Nyborg
The Manitoba Research Council staff complement varies from 75 to 90, based on the value of revenue generating contracts on hand. These staff, who are hired under contract by MRC, are listed in the MRC Annual Report.